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# PRIVATE MOTOR CARRIERS of EXEMPT AGRICULTURAL COMMODITIES

*Number, Length of Time in Business,  
Types, and Capacity of Vehicles*

Marketing Research Report No. 696

United States Department of Agriculture  
Marketing Economics Division  
Economic Research Service

## PREFACE

Three recent reports by the U.S. Department of Agriculture are closely related to this study. All four reports were suggested by the Department's Transportation Advisory Committee.

The first report, "The Role of Truck Brokers in the Movement of Exempt Agricultural Commodities," Marketing Research Report 525, February 1962, by John H. Hunter, Jr., describes the operations of exempt truck brokers during 1959.

The second report, "For-Hire Motor Carriers Hauling Exempt Agricultural Commodities -- Nature and Extent of Operations," Marketing Research Report 585, January 1963, by Mildred R. DeWolfe, describes the operations of exempt for-hire motor carriers of exempt agricultural commodities during 1960.

The third report, "For-Hire Trucking of Exempt Farm Products -- Operating Practices and Nature of Competition," Marketing Research Report 649, March 1964, by Bruce H. Wright, describes the conduct of for-hire truckers of exempt agricultural commodities during 1961.

This report describes the operations of private motor carriers hauling exempt agricultural commodities during 1961.

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Washington, D.C.

March 1965

## SUMMARY

In 1961, the 701 private motor carriers in the study reported carrying more than 11 million tons of exempt agricultural commodities. More grain was reported carried than any other commodity. Fresh fruit ranked second, fresh vegetables third, and milk fourth. This indicates the importance of private carriers in the movement of the principal agricultural commodities.

Carriers reported that slightly more than half of their total mileage was used in hauling exempt agricultural commodities. Approximately 81 percent of this tonnage was hauled toward the carrier's terminal. These findings imply that agricultural commodities were largely backhaul cargoes for these carriers.

Only 20 percent of the mileage generated by exempt agricultural commodities was in interstate commerce. It appears, then, that these carriers participate chiefly in relatively short hauls.

The average numbers of vehicles operated per firm reporting specified types were 6 truck tractors, 8 semitrailers, 3 full trailers, and 9 straight trucks.

The firms studied operated an average of 3.3 truck tractors, 4.0 semi-trailer, 0.3 full trailers, and 5.7 straight trucks. These figures are slightly larger than the comparable figures for exempt for-hire motor carriers, but much below those of regulated motor carriers.

Approximately 20 percent of the total number of vehicles operated were leased. Most of the leased vehicles were operated by a few large carriers.

There was a substantial degree of stability among the firms surveyed. This was measured by length of time during which all or part of the firm's transportation needs were self-provided. Of the firms reporting, 13 percent had supplied all or part of their own transportation needs for more than 30 years and 34 percent for more than 10 years.

## PRIVATE MOTOR CARRIERS OF EXEMPT AGRICULTURAL COMMODITIES

Number, Length of Time in Business, Types, and  
Capacity of Vehicles

By. T.Q. Hutchinson, Industry Economist  
Marketing Economics Division  
Economic Research Service

### INTRODUCTION

This report presents the findings of a study made to determine the importance of private motor carriers in the marketing of agricultural commodities. These carriers are the motor transport segment of a nontransportation business. They exist primarily to haul the supplies and products of the business but may also haul certain unmanufactured agricultural commodities for-hire. Some of them in the study are farmers, others are wholesale fruit and vegetable or grain dealers, still others are manufacturers.

The exemptions contained in the Interstate Commerce Act (6) 203 (b)(4a) and 203 (b)(6) permit these carriers to haul their own goods and the agricultural and fisheries commodities listed in the Appendix.<sup>1/</sup> While hauling these commodities they are not subject to the Interstate Commerce Commission's regulations concerning rates charged, routes traveled, and entry into or exit from business.<sup>2/</sup> They are, however, subject to the safety regulations established by the Commission for all interstate motor carriers. They may also be subject to both safety and economic regulation by the States in which they operate.

In general, then, private carriers enjoy both economic and geographic freedom in interstate operations much as exempt for-hire motor carriers do. They may negotiate mutually agreeable rates with the shippers they service and are permitted to furnish any shipper with service to any point.

The parts of the Interstate Commerce Act defining private motor carriers and relating to the agricultural exemption are given in the Appendix.

### METHODOLOGY

The Interstate Commerce Commission furnished the Economic Research Service of the U.S. Department of Agriculture with their list of private motor carriers. After duplications and soft-drink and petroleum firms were removed from this list, a 20-percent sample was drawn. Questionnaires were mailed to 9,311 firms.

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<sup>1/</sup> Underscored numbers in parentheses refer to items listed in Literature Cited, page 25.

<sup>2/</sup> The terms carriers, truckers, and firms are used interchangeably in this report and refer to private carriers hauling exempt agricultural commodities.

The first mailing and two follow-ups produced a combined return of 6,104 questionnaires. Of these, 701 were suitable for use in the study. The remaining 5,403 were eliminated because they were judged not to be private carriers who hauled exempt agricultural commodities.

A breakdown of the data from the questionnaires is shown below:

	<u>Number</u>	<u>Percentage of sample</u>
ICC's list of private motor carriers from which sample was taken .....	46,555	---
Sample firms .....	9,311	100
Questionnaires:		
Used in study .....	701	7
Returned, but unusable .....	98	1
From firms who held operating rights from ICC .....	719	8
From firms out of business or de- ceased .....	1,221	13
From firms that owned no trucks ....	226	2
From firms that carried no agri- cultural commodities .....	2,960	32
From firms that were principally for-hire carriers .....	176	2
Not returned .....	3,207	35

Except for estimating the number of private carriers in the U.S., the number of usable questionnaires was not sufficient to permit expansion of the reported data. The relationships found among the summarized responses, however, should be valid.

Replies from the 701 respondents used in the study are summarized by geographic regions in figure 1.

#### NUMBER OF PRIVATE MOTOR CARRIERS

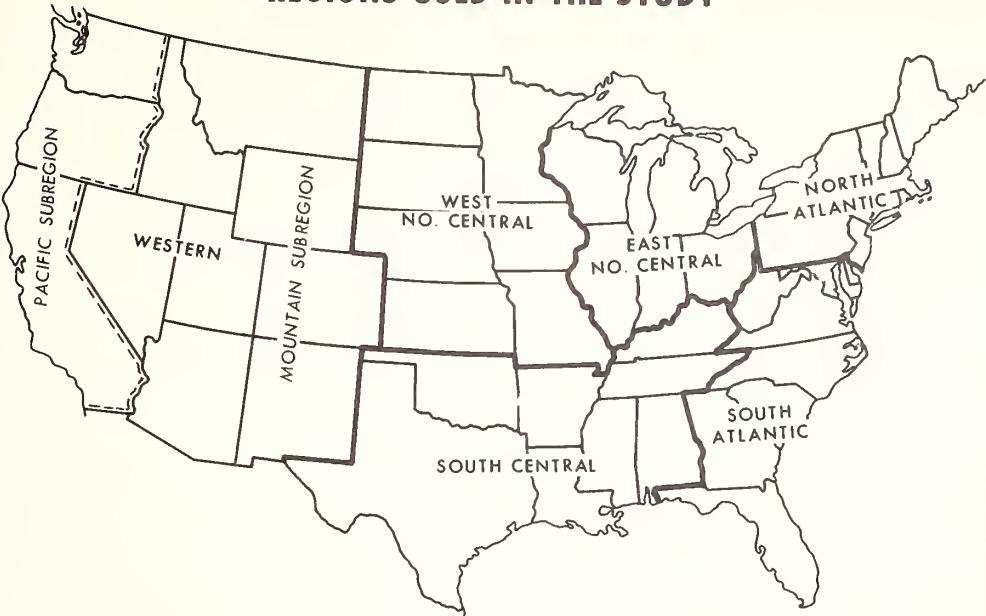
Estimates differ on the number of private motor carriers in the United States. For example, in 1961, the Interstate Commerce Commission gave the Department of Agriculture a list of 58,366 private motor carriers. In the previous month, the Commission estimated that 54,895 of these carriers were active. Much of the difference in the two figures is probably the result of duplications. (See 75th Annual Report of the Interstate Commerce Commission (7, pp. 136-137).)

The 20-percent sample used in this study yielded 9,311 names.<sup>3/</sup> It was based on a population of 46,555. Petroleum or soft-drink firms were not used and, consequently, the true population is underestimated slightly. Of the total

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<sup>3/</sup> Obvious duplications found in the listing were removed before the sample was drawn.

## REGIONS USED IN THE STUDY



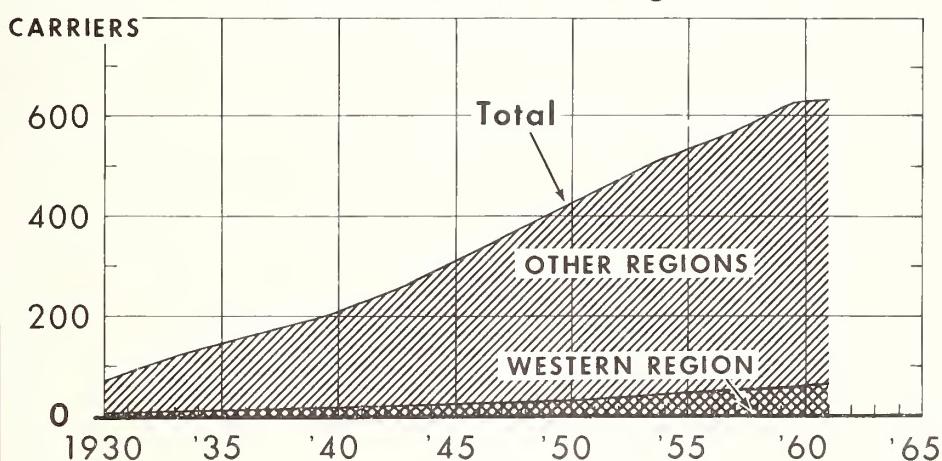
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Figure 1

## NUMBER OF FIRMS SUPPLYING ALL OF THEIR TRANSPORTATION NEEDS

*Western and Other Regions*



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Figure 2

sample, 25 percent were determined not to be private carriers and some of the firms were no longer in existence. This implies that the 1961 population was slightly more than 35,000.

In 1961, there were 17,682 regulated motor carriers, about half the number of private motor carriers (7, 76th, p. 75). This large number of private motor carriers provide competition for regulated rail and motor carriers and also compete with exempt for-hire motor carriers for loads of exempt agricultural commodities (9).

#### LENGTH OF TIME IN BUSINESS

Private motor carriers are not new. Of the firms responding, 12 percent reported having supplied all or part of their own transportation needs for more than 31 years (table 1). Five of them had been private carriers (though obviously not motor carriers) for more than 70 years.

Thirty-three percent had furnished all or part of their own transportation for 21 years or more, and 67 percent for 11 years or more. Only 4 firms reported entering into this type of business during 1961.

Figure 2 shows that the number of private motor carriers used in the study hauling exempt agricultural commodities increased rapidly between 1931 and 1950.<sup>47</sup> After 1950, the rate of increase dropped. No information concerning exits from the industry is available, but entrance to the private carrier business appears to have followed the typical pattern for entrance to a new industry. In this pattern new entrants occur first at an increasing rate, then at a decreasing rate, and finally reach a plateau (3, pp. 136-139).

All regions except the Western region exhibited this profile. In the Western region, the number of entrants still in operation in 1962 nearly doubled between 1931 and 1932, but thereafter exhibited a growth rate markedly below that of the other regions.

#### VEHICLES OPERATED

##### Types

In the study reported here, 4 types of vehicles were reported. They were as follows:

Truck trailers: A prime mover, designed to tow trailers, has no cargo capacity itself.

Semitrailer: A trailer, part of whose weight is supported by the towing vehicle.

Full trailer: A trailer, none of whose weight is supported by the towing vehicle.

<sup>47</sup>/ Older firms predominate the list of private motor carriers used in the study because of the method used to compile the list. The sample reflects this bias. The true growth rate is, therefore, probably above that indicated by the data.

Table 1.--Number and percentage of firms which supplied all or part of their transportation needs for selected ranges of years, by region of home office, 1961

Straight truck: A prime mover which has cargo capacity.

For each of these vehicles, the definitions are quite broad and could describe any one of several general or special purpose vehicles.

The closed van and open top van truck or trailer bodies are suitable for all commodities except perishables and livestock. A refrigerated truck is usually of the closed van type and is usable for most commodities.

Livestock are usually carried in a vehicle designed to allow adequate ventilation and to reduce bruising of the animals. Livestock trucks are unsuitable for carrying most other agricultural commodities due to their special design and sanitary considerations.

#### Capacity

The participants were asked to report the average cargo capacity of each type of vehicle owned or leased by them. These cargo capacities were then weighted by the number of vehicles for which each capacity was reported.

The weighted capacities then were used to calculate a weighted average capacity for each region. This weighted average capacity is referred to as the average capacity in the remainder of this section.

For many commodities the capacity in pounds of the carrying vehicle is not an accurate basis for estimating the weight of the load. Light bulbs, for example, have a very low ratio between weight and volume. Most agricultural commodities, however, have a weight to volume ratio that permits truck loadings to the visible capacity of the truck before the State imposed gross weight limitations of the truck's load are reached. The rated capacity in pounds of a vehicle used to carry agricultural commodities then is a reasonably reliable indicator of the weight of the agricultural load carried.

No respondent reported a capacity greater than the greatest weight permitted by the State in which his home office is located.

In every region semitrailers showed the largest average capacity, full trailers the next largest, and straight trucks the least. This was expected and reflects the length and weight limitations established by State regulatory bodies for the 3 types of equipment (table 2).

Of the 3 types of vehicles, semitrailers exhibited the least percentage variation from the mean capacity of its type. This indicates that there was considerable uniformity of capacity among semitrailers. Full trailers showed twice as much percentage variation from the mean as did semitrailers, indicating much less uniformity of capacity. The average percentage variation from the mean capacity for straight trucks was 41 percent.

Firms in the South Atlantic region reported the largest average capacity for semitrailers of any region for any type of vehicle. The reported average capacity of straight trucks in this region was the largest reported for straight trucks and approximately twice the reported U.S. average.

Table 2.--Weighted average capacity of vehicles by type of vehicle, 1961

Region of home office	Type of vehicle		
	Semitrailer	Full trailer	Straight truck
-----Pounds-----			
North Atlantic ....:	34,626	31,631	10,695
East North Central :	31,617	26,960	4,176
West North Central :	36,414	29,116	14,386
South Atlantic ....:	39,366	26,762	22,067
South Central .....:	33,102	30,023	11,309
Western .....:	34,758	28,600	13,010
All regions .....:	36,862	30,155	11,333

Table 3.--Number of firms who reported operating straight trucks only, by region of home office, 1961

Region of home office	Number of firms	Percent of total firms
		:
North Atlantic .....:	63	48
East North Central .....	30	30
West North Central ....:	51	29
South Atlantic .....:	23	28
South Central .....:	21	15
Western .....:	16	20
All regions .....:	204	29

Firms in the East North Central region reported the lowest average capacity for straight trucks, approximately 7,000 pounds below the U.S. average, and the lowest average capacity for semitrailers, 5,000 pounds below the U.S. average. They had less than 200 pounds more than the lowest average capacity reported in all regions for full trailers (table 2).

Number

Straight trucks.--The straight-truck category encompasses more sizes of vehicles than any other. Straight trucks ranged in size from a quarter-ton capacity pickup truck to approximately 10-ton capacity vehicles. They are the most versatile type of truck but, generally, are most suitable for short hauls.

Of the firms reporting, 29 percent operated straight trucks only (table 3).

On a national basis more straight trucks were reported, both total and per firm, than any other type of motor vehicle (table 4). An average of 9 straight trucks per firm was reported.

Only firms in the Western region reported fewer straight trucks, both in total numbers and per firm, than truck tractors or semitrailers.

Although only 61 firms reported owning refrigerated straight trucks, many more were reported than any other refrigerated vehicle. Indeed, there were more reported than any other type of vehicle, except straight trucks. Except in the Western and South Atlantic regions, more refrigerated straight trucks were reported per firm than any other type of refrigerated vehicle. Frequently, more refrigerated straight trucks were reported per firm than other types of vehicles either in total vehicles owned or refrigerated only (table 4).

The West North Central region reported the most refrigerated straight trucks per firm. This resulted from 2 firms in the region reporting a total of 396 refrigerated straight trucks. This is the most extreme example of the study's general finding, a few firms own large numbers of refrigerated straight trucks.

Use of straight trucks was greatest in the North Atlantic and East North Central regions. These regions had 58 percent of all straight trucks reported. Of the firms who reported operating straight trucks only, 46 percent were in these two regions also. This can be accounted for by the relatively short distances between adjacent markets and between points of production and consumption that are characteristic of much of this area (table 4).

Truck tractors.--According to the data reported, firms operated an average of 6 truck tractors per firm. Except for the South Atlantic region, only very slight regional variations existed. The South Atlantic region averaged 10 truck tractors per firm, reflecting the large movements of fresh fruit from the South Atlantic region to the South Central region. The large number of refrigerated semitrailers reported in the South Atlantic region also supports this conclusion (table 4).

Table 4.-Number of vehicles reported and number of firms reporting specified type of vehicle, by region of home office, 1961

Region of home office	Truck tractors		Semitrailers		Full trailers		Refrigerated		Straight trucks	
	Total		Refrigerated		Total		Refrigerated		Total	
	Firms rptg.	Vehicles rptd.	Firms rptg.	Vehicles rptd.	Firms rptg.	Vehicles rptd.	Firms rptg.	Vehicles rptd.	Firms rptg.	Vehicles rptd.
North Atlantic . . . . .	399	46	472	12	39	8	20	76	5	6
Average per firm	6	10	10	3	3	1	4	1	112	10
East North Central . . . . .	317	60	292	16	70	7	24	3	5	17
Average per firm	5	5	5	4	4	4	4	2	2	16
West North Central . . . . .	497	79	628	16	199	32	12	28	2	9
Average per firm	6	8	8	12	12	12	2	2	4	10
South Atlantic . . . . .	451	36	748	15	140	19	7	27	2	6
Average per firm	10	21	21	9	9	4	4	3	3	5
South Central . . . . .	450	92	418	19	56	13	15	60	4	16
Average per firm	5	4	4	3	3	4	4	4	4	6
Western . . . . .	245	53	302	13	66	22	11	31	---	---
Average per firm	5	6	6	5	5	3	3	3	---	---
All regions . . . . .	401	2,359	366	2,860	91	570	20	72	251	16
Average per firm	6	6	8	6	6	6	3	3	42	3

Semitrailers.--An average of 8 semitrailers per firm was reported. There is considerable variation among regions. Firms in the South Atlantic and North Atlantic regions averaged 21 and 10 semitrailers, respectively. The remaining regions averaged close to, or somewhat below, the U.S. average (table 4). The relatively high average number of truck tractors and semitrailers operated by firms indicate that the private motor carriers in the study maintain a surplus of equipment to meet the peak demands of the primary business endeavor.

Truck tractor-semitrailer combinations.--The 2 types of vehicles just discussed must be combined to make an effective transportation unit. However, the combined unit has no identity as a unit, thus the researcher is required to consider these components separately in most instances.

One advantage of the truck tractor-semitrailer combination over the straight truck is that the semitrailer can be detached and both vehicles used separately. The semitrailer can be used for temporary storage and loading and unloading, while the truck tractor is engaged in other productive work with another semi-trailer or full trailer. The private motor carriers in the study appear to do this. They reported an average of 1.3 semitrailers per truck tractor. This average varied regionally. The East North Central and South Central regions each reported 1.6 semitrailers and the remaining regions slightly more than 1 semitrailer per truck tractor. In 1961, exempt for-hire carriers averaged 0.9 semitrailers per truck tractor, compared with 1.5 for all motor carriers (table 4) (2, p. 6; 1, p. 20).

Full trailer.--The full trailer may be used in 3 combinations: (1) truck tractor-full trailer, (2) truck tractor-semitrailer-full trailer, or (3) truck tractor-full trailer-full trailer. All these combinations result in a longer combined vehicle with a greater gross weight than a truck tractor-semitrailer combination of equal capacity. The use of full trailers permits a reduction in labor per ton and other costs of transportation. However, the gross vehicle weight and length limitations imposed by the States limit the use of full trailers. In 1961, only 26 percent of the continental States permitted the use of 3-vehicle combinations, the combinations in which the use of full trailers results in the greatest reduction in per ton direct costs.

Three-vehicle combinations are permitted in 10 of the 11 States in the Western region. Despite this, the Western region averaged only 3 full trailers per firm. This equalled the national average reported, but was less than the average reported in 4 of the 5 other regions (table 4).

Refrigerated trailers.--The refrigerated semitrailer or full trailer is a specialized vehicle. Considerable cargo space is sacrificed to insulation and a climate-control unit in order to maintain a controlled environment within the trailer. Private motor carriers that operate such vehicles could be assumed to market or process perishable foods, since these foods are the principal commodities requiring in-transit refrigeration. The 13 percent of the firms who reported operating refrigerated semitrailers could, therefore, be assumed to be members of food or food related industries and haul agricultural commodities as a natural part of their business activities. The same assumption can be made concerning those private carriers who operated refrigerated full trailers (table 4).

The West North Central region averaged both more refrigerated full trailers and refrigerated semitrailers per firm than full trailers or semitrailers.

Twenty-five percent of the semitrailers and 17 percent of the full trailers reported were refrigerated. In the DeWolfe study of exempt for-hire carriers (2, p. 6), 38 percent of the semitrailers and 34 percent of the full trailers reported were refrigerated.

#### Leased

Private carriers, like any other business activity, require some investment for equipment. A new truck tractor-semitrailer combination suitable for hauling perishable agricultural commodities can be obtained for approximately \$30,000. Its useful life is usually from 4 to 6 years (4, p. 3). Apparently, private motor carriers with self-owned vehicles require a very substantial capital investment. The size of the total investment would be directly proportional to the number and capacity of the equipment owned.

Only a small percentage of the reporting firms leased equipment. A slightly larger percentage reported both owning and leasing truck tractors and straight trucks than operating with leased equipment only. In every region more firms reported owning each type of equipment than leasing only or both owning and leasing.

Ten percent of the firms leased 24 percent of the truck tractors reported; 7 percent leased 20 percent of the semitrailers; 1 percent leased 18 percent of the full trailers; and 3 percent leased 15 percent of the straight trucks. These data indicate that a few firms leased relatively large numbers of each type of equipment (tables 5-10).

No firm can attract all the capital it wishes. Private motor carriage is by definition a secondary business activity carried on by a firm whose primary business activity is not transportation. Therefore, it could be hypothesized that the firms engaging in private carriage would make greater efforts to conserve capital in this sector of their operations than in their primary business. It could be further hypothesized that this conservation effort would increase as the investment required for motor vehicles increased. Leasing equipment would reduce the investment requirements, and it is reasonable to assume that firms would tend to lease more equipment as their needs increase.

In most instances, as size of fleet increased the percentage of firms that reported operating with leased vehicles also increased (tables 7-10). These facts support a conclusion that as capital requirements increase, as they do for relatively large fleets of private motor vehicles, the increased capital needs are met by leasing the required vehicles.

Some regional variation in leasing practices was found. Only in the North Atlantic and West North Central regions, firms reported leasing more than half of their equipment (table 10). In the North Atlantic region, 52 percent of the truck tractors and 57 percent of the semitrailers were leased. The West North Central region leased 66 percent of its straight trucks and more than 25 percent of each of its other types of equipment.

Table 5.—Percentage of firms that operated with leased equipment, with owned equipment, and with both leased and owned equipment, by type of equipment and by region, of home office, 1961 1/  
2/

Region of home office	Firms reporting:	Truck tractors		Semitrailers		Full trailers		Straight trucks	
		Owned		Owned		Owned		Owned	
		Leased	Owned	Leased	Owned	Leased	Owned	Leased	Owned
:		Number					Percent		
North Atlantic ...:	135	2	41	2	2	30	1	1	12
East North Central:	102	3	51	7	5	49	5	2	5
West North Central:	160	6	44	6	4	41	5	2	5
South Atlantic ...:	82	4	50	4	1	41	2	2	8
South Central ....:	139	2	58	9	4	59	4	1	10
Western .......	83	6	52	4	6	55	2	---	12
All regions ....:	701	4	49	6	4	45	3	1	9
									2/
									1
									68
									2

1/ Percents are rounded to the nearest whole number. Details do not add to 100 percent since every firm did not report operating each type of equipment.

2/ Less than 0.5 percent.

Table 6.--Percentage of equipment operated by private carriers that was owned and leased,  
by region of home office, 1961 1/

Region of home office	Truck tractors	Semitrailers	Full trailers	Straight trucks
Pacific .....	97	3	100	99
Mountain .....	76	24	100	77
West North Central ...	67	33	100	74
East North Central ...	84	16	100	85
South Central .....	80	20	100	88
North Atlantic .....	48	52	100	43
South Atlantic .....	94	6	100	96
All regions .....	76	24	100	80
<u>Percent</u>				
Pacific .....	97	3	100	100
Mountain .....	76	24	100	89
West North Central ...	67	33	100	71
East North Central ...	84	16	100	90
South Central .....	80	20	100	87
North Atlantic .....	48	52	100	75
South Atlantic .....	94	6	100	78
All regions .....	76	24	100	82

1/ Based on the number of each type of equipment reported in the region and rounded to the nearest whole number.

Table 7.--Number of firms reporting owning or leasing specified numbers of straight trucks,  
by region of home office, 1961

Region of home office	No trucks	1 - 2 trucks	3 - 5 trucks	6 - 10 trucks	11 - 20 trucks	21 or more trucks
	Owned	Leased	Owned	Leased	Owned	Leased
-----Firms-----						
North Atlantic .....	25	129	53	4	28	---
East North Central ..	29	96	43	2	18	2
West North Central ..	35	150	75	3	29	1
South Atlantic .....	27	82	25	---	13	---
South Central .....	58	138	50	---	15	---
Western .....	31	80	31	1	10	2
Total regions .....	205	675	277	10	113	5
					60	5
					17	3
					1	---
					1	---
					2	---
					2	---
					2	---
					3	3

Table 8.--Number of firms reporting owning or leasing specified numbers of truck tractors, by region of home office, 1961

Region of home office	No tractors		1 - 2 tractors		3 - 5 tractors		6 - 10 tractors		11 - 20 tractors		21 tractors and over	
	Owned	Leased	Owned	Leased	Owned	Leased	Owned	Leased	Owned	Leased	Owned	Leased
Firms-----												
North Atlantic .....	77	129	32	2	19	---	3	1	4	1	---	2
East North Central ..	44	91	35	6	11	3	7	1	3	---	2	1
West North Central ..	83	141	50	8	12	7	10	2	2	---	3	2
South Atlantic .....	38	76	28	1	11	3	2	1	---	1	3	---
South Central .....	45	123	54	9	22	1	13	3	3	2	2	1
Western .....	37	76	29	4	12	1	2	1	1	1	2	---
Total regions .....	324	636	228	30	87	15	37	9	13	5	12	6

Table 9.--Number of firms reporting owning or leasing specified numbers of semitrailers, by region of home office, 1961

Region of home office	No semitrailers		1 - 2		3 - 5		6 - 10		11 - 20		21 semitrailers	
	Owned	Leased	Owned	Leased	Owned	Leased	Owned	Leased	Owned	Leased	Owned	Leased
-----Firms-----												
North Atlantic .....	94	130	18	2	13	1	2	---	7	1	1	1
East North Central ..	46	91	29	3	16	5	7	3	2	---	2	---
West North Central ..	87	146	40	5	15	4	9	2	6	1	3	2
South Atlantic .....	46	79	19	---	10	---	3	1	1	2	3	---
South Central .....	52	129	49	7	21	1	11	1	4	---	2	1
Western .....	35	76	28	5	14	---	2	1	2	1	2	---
Total regions .....	360	651	183	22	89	11	34	8	22	5	13	4

Table 10.--Number of firms reporting owning or leasing specified numbers of full trailers,  
by region of home office, 1961

Region of home office	No full trailers	1 - 2	3 - 5	6 - 10	11 full trailers and over
	full trailers	full trailers	full trailers	full trailers	full trailers
Firms					
North Atlantic . . . . .	115	133	11	1	6
East North Central . . . . .	97	101	2	1	1
West North Central . . . . .	151	155	6	4	2
South Atlantic . . . . .	75	80	5	1	---
South Central . . . . .	124	137	7	1	4
Western . . . . .	72	82	9	1	1
Total regions . . . . .	634	688	40	9	14
				2	11
				1	2
				1	1

#### MILES TRAVELED

Total.--Firms reported traveling 220,945,000 miles during 1961, averaging 340,000 miles per firm (table 11). By region of home office, average miles per firm were highest for firms in the South Atlantic region--528,000 miles--and lowest for firms in the Western region--248,000 miles. Firms in the Western region averaged more miles per vehicle--47,000 miles--than those in the other regions, and firms in the North Atlantic the lowest--18,000 miles.

The average number of miles traveled per vehicle for all firms, 31,000 miles, is 3 times the 1961 national average of 10,000 miles (1, p. 34).

The carriers in the study showed a lower rate of utilization than large regulated motor carriers. The Interstate Commerce Commission reported these carriers averaged 44,000 miles per vehicle in 1961 (6, p. 80). While it might be expected that vehicle utilization of private carriers should more closely equal that of regulated carriers, there are several explanations for this inequality. The first is that most profitable hauls do not require 24-hour a day over-the-road use of equipment. Second, private motor carriage is a secondary business endeavor carried on by a firm whose primary endeavor is not transportation. Its use of equipment is dictated by the needs of the primary business. On the other hand, freight hauling is the primary business of regulated motor carriers, so they must utilize their equipment as close to 100 percent as possible.

Truckers reported that hauling exempt agricultural commodities accounted for 52 percent of their total mileage. Truckers from the South Central region had the highest average miles per firm and per vehicle carrying exempt agricultural commodities and those from the North Atlantic the lowest. In other regions there was no relationship between the per firm and per vehicle average miles with exempt commodities.

Firms from the South Atlantic, East North Central, West North Central and North Atlantic ranked 2d, 3d, 4th, and 6th, respectively, in average miles carrying exempt agricultural commodities per firm, and 1st, 2d, 3d, and 5th, respectively, in average total miles per firm. However, this relationship did not exist for firms in the remaining two regions (table 11).

Interstate.--Carriers reported that interstate hauling accounted for 38 percent of the miles traveled with exempt agricultural commodities and 20 percent of the total miles traveled. Apparently, private motor carriers who carry exempt agricultural commodities do so chiefly in intrastate commerce. (See also final section of this report.)

Average mileage per firm carrying exempt agricultural commodities was highest for firms from the South Atlantic region and lowest for firms from the North Atlantic.

The South Central region ranked highest in miles per vehicle carrying exempt commodities interstate, whereas the North Atlantic region ranked lowest.

Table 11.—Total miles traveled, miles traveled with exempt agricultural commodities, and miles traveled interstate with exempt commodities, by the carriers in the survey, by region of home office, 1961

Region of home office	Miles traveled			Miles traveled with exempt commodities			Miles traveled interstate with exempt commodities		
	Total	Average	Per firm	Total	Average	Per firm	Total	Average	Per vehicle
	1,000 miles	1,000 miles	1,000 miles	1,000 miles	1,000 miles	1,000 miles	1,000 miles	1,000 miles	1,000 miles
North Atlantic . . . . .	31,739	262	18	14,183	117	8	4,906	40	9
East North Central . . . . .	32,902	366.	22	17,458	194	12	4,990	55	16
West North Central . . . . .	53,331	353	39	28,101	186	21	8,908	59	14
South Atlantic . . . . .	42,772	528	41	17,157	212	16	10,378	128	13
South Central . . . . .	40,837	319	42	29,206	228	30	12,004	94	25
Western . . . . .	19,364	248	47	9,299	119	22	3,300	42	15
Total regions . . . . .	220,945	340	31	115,404	178	16	44,486	68	14

## AMOUNT AND TYPE OF TONNAGE HAULED

The tonnage reported by the firms in the survey was divided into 8 major commodity groups and "other." The group other included such commodities as tree nuts, peanuts, logs, and manure.

Surveyed firms reported all commodities carried totaled more than 11 million tons, an average of 16,323 tons per firm (table 12).

Grain represented the greatest volume carried with 34 percent of the total tonnage. It was the principal commodity hauled in the Western, South Central, and West North Central regions where it accounted for 88, 56, and 38 percent, respectively, of the reported tonnage of each region.

Fruits and berries represented the second largest volume, with 21 percent of the total tonnage carried. Fruits and berries were the principal commodities hauled in the North Atlantic and South Atlantic regions, accounting for 48 and 41 percent, respectively, of the total tonnage reported by these regions.

Vegetables ranked third, with 17 percent of the total tonnage reported. The North Atlantic region accounted for 1.7 million tons of the nearly 2 million tons of vegetables hauled. Poultry and eggs and hay and forage each accounted for 6 percent, and cotton and wool and other, 2 percent of the total tonnage.

Only 1 percent of the total tonnage hauled was livestock. This is probably because special vehicles are required to move livestock while most other agricultural commodities can be moved, at least for short distances, in general-purpose trucks. Thus, most livestock haulers are specialized and other motor carriers find hauling livestock difficult. Private carriers only haul livestock if they own livestock trailers for use in their principal business activity.

## DIRECTION OF HAUL

Firms in the study were asked to report separately the tonnage of each commodity group hauled outbound and homebound during 1961. In table 12 and elsewhere in this report the more familiar term, inbound, is substituted for homebound.

Of the 11 million tons of exempt agricultural commodities hauled, 78 percent moved inbound. More than 86 percent of the total tonnage of fruits and berries, vegetables, and grain reported moved inbound. Milk and cream, the only other commodity group with total movements of more than 1 million tons also moved predominately in the direction of home. Slightly less than a third of its volume was reported moving outbound.

Poultry and eggs, hay and forage, and other were the only commodity groups with more than half their volumes moving outbound. Their combined movements amounted to 1.6 million tons (table 12).

Table 12.--Volume of specified exempt agricultural commodities hauled by carriers and percentage of movements inbound and outbound, by region of home office, 1961

Region of home office, volume, and direction of haul	Fruits and berries	Fruits and vegetables	Poultry and eggs	Grain	Livestock	Cotton and wool	Hay and forage	Milk and cream	Other	Total
North Atlantic:										
Volume hauled-1,000 tons	2,159	1,716	153	83	3	102	17	133	138	4,504
Percent:										
Outbound	5	3	97	71	84	49	51	72	42	13
Inbound	95	97	3	29	16	51	49	28	58	87
East North Central:										
Volume hauled-1,000 tons	24	88	45	266	18	5	567	657	14	1,684
Percent:										
Outbound	55	43	69	83	97	100	60	8	87	43
Inbound	45	57	31	17	3	---	40	92	13	57
West North Central:										
Volume hauled-1,000 tons	11	32	297	407	12	1	18	286	9	1,073
Percent:										
Outbound	41	80	87	30	90	84	88	72	62	61
Inbound	59	20	13	70	10	16	12	28	38	39
South Atlantic:										
Volume hauled-1,000 tons	104	33	50	15	1	15	9	8	16	251
Percent:										
Outbound	3	82	82	55	92	10	70	71	68	42
Inbound	97	18	18	45	8	90	30	29	32	58
South Central:										
Volume hauled-1,000 tons	35	65	52	581	6	46	8	166	69	1,028
Percent:										
Outbound	40	54	24	9	11	29	38	10	77	20
Inbound	60	46	76	91	89	71	62	90	23	80
Western:										
Volume hauled-1,000 tons	34	45	30	2,489	94	2	71	28	28	2,821
Percent:										
Outbound	41	56	79	1	19	11	51	100	96	7
Inbound	59	44	21	99	81	89	49	---	4	93
All regions:										
Volume hauled-1,000 tons	2,367	1,980	628	3,841	134	171	690	1,277	273	11,361
Percent:										
Outbound	6	10	82	13	37	42	59	32	61	22
Inbound	94	90	18	87	63	41	68	39	39	78

Regional differences.--Carriers of the North Atlantic region moved 87 percent of their volume inbound. Fruits and berries accounted for 48 percent of this volume and vegetables 38 percent.

East North Central carriers showed nearly balanced movements, with 57 percent of their total tonnage moving inbound. Ninety-two percent of the milk and cream movements were inbound and 83 percent of the grain outbound. These percentages reflect movements of fluid milk to processing plants in the area and feed grains from this grain-surplus area. Carriers reported 60 percent of their volume of hay and forage were outbound also.

The West North Central region was the only region in which carriers reported a net outbound movement. Grain and fruits and berries were the only commodity groups in the region to show net inbound movements. Grain was the only high-volume commodity group in the region which showed a net inbound movement (table 12).

Carriers of the South Atlantic region reported a net inbound movement. Fruits and berries were both the principal commodity group reported-- more than 40 percent of the region's total tonnage-- and the principal commodities moving inbound.

The South Central carriers reported 80 percent of their total tonnage moving inbound. Vegetables and other were the only commodity groups which showed a net outbound movement.

The Western region had the highest percentage of inbound traffic. Only 7 percent of the total tonnage for the region moved outbound. Movements of each commodity group, except grain, were more nearly balanced than these figures indicate. Of the more than 2 million tons of grain hauled by Western carriers, 99 percent moved inbound. This is the largest volume reported for grain or any other commodity group by any region, reflecting movements of grain to the deficit west coast area for consumption and export.

#### MAJOR MOVEMENTS

Firms in the study were asked to show, by commodity groups, the origination and destination States of their major movements. These movements are not related to tonnage hauled and show only where commodity flows exist rather than the size of the flow.

In the Western region, the major movements reported are summarized on a slightly different basis than other data shown in this report. This region is divided into 2 subregions for this particular analysis, since the Rocky Mountains form a major geographical barrier to trade among the States bordering on the Pacific Ocean and other States. The subregions are the Pacific subregion, composed of California, Oregon, and Washington, and the Mountain subregion, composed of the remaining States (fig. 1).

Forty-two percent of the major movements reported were intraregional. Every region, except the Pacific, reported more intraregional than interregional movements. This corroborates the previous finding that private motor carriers

hauling exempt commodities tend to do so relatively close to their home office.

Fresh vegetables.--More major movements were reported for vegetables than for any other commodity. The total tonnage reported was the third largest, and 90 percent of it moved inbound. This infers that many private motor carriers hauling vegetables have a primary business activity closely related to vegetable processing or distribution. If it were otherwise, they would not own equipment suitable for transporting vegetables.

The South Central region received more deliveries of fresh vegetables than any other region. Its chief suppliers were from the South Central, South Atlantic, and East North Central regions in that order.

Grain.--The second largest number of major movements were reported for grain. Carriers reported hauling a greater tonnage of grain than any other commodity. Of the total tonnage reported, 87 percent moved inbound. Since grain can be carried in any vehicle with reasonably tight sides and floor, most private motor carriers can haul this commodity.

As might be expected, the grain deficit South Central region was the principal recipient of grain, while the grain surplus West North Central and East North Central regions were the principal sources.

There was also a substantial amount of grain moved from the Mountain to the Pacific region. This chiefly resulted from movements of grain to Washington from Montana.

Fresh fruits and berries.--The third largest number of major movements were reported for fresh fruits and berries.

Total tonnage hauled for this group was the second largest reported, and 94 percent of it moved inbound. One explanation for this is that motor carriers hauling fresh fruits and vegetables do so in connection with a primary business activity related to fresh produce. Another explanation is that private carriers backhaul fresh produce, but this is less likely since most fresh fruits and vegetables must be refrigerated to maintain their market quality. Thus, it is not likely that fruits and vegetables would be carried in a general purpose truck of a carrier whose primary business is not connected with processing or distributing fresh produce.

Hauls of fresh fruits and vegetables were mostly to the West North Central and South Central regions. The East North Central region was the principal supplier to the West North Central, and the South Atlantic and East North Central were principal suppliers to the South Central.

Milk and cream.--Milk and cream comprised the fourth largest tonnage (1.3 million tons) hauled. This group was the most nearly balanced of the 4 high-volume commodities with 68 percent of the tonnage reported moving inbound.

Fifty-nine percent of the major movements of milk and cream reported were intraregional. No interregional movement pattern was evident. Indeed, few private carriers reported carrying milk or cream across State lines.

Livestock.--Livestock represented the smallest total tonnage reported. Intraregional movements accounted for 53 percent of the major movements of livestock reported. No interregional movement pattern was evident.

Cotton and wool.--The South Atlantic region was the principal receiver of cotton and wool. The South Central region was the principal origin. This seemed to reflect movements of cotton and wool to South Atlantic textile mills.

Poultry and eggs.--The East North Central region was the principal destination for poultry and eggs. The South Central region was its chief supplier.

The West North Central region was the chief origin for poultry and eggs. Carriers from this region reported one more major movement to the East North Central region than to the Mountain or South Central regions, the second most frequently listed destinations.

Hay and forage.--The East North Central region was the principal source for hay and forage. Deliveries were made principally to the South Central and South Atlantic regions. Each of these regions received 75 percent of its hay and forage from the East North Central region.

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Private Motor Carriers Defined

Section 203(a)(17) of the Interstate Commerce Act defines private motor carriers as: "... any person not included in the terms, 'common carrier by motor vehicle' or 'contract carrier by motor vehicle,' who or which transports in interstate or foreign commerce by motor vehicle property of which such person is the owner, lessee, or bailee, when such transportation is for the purpose of sale, lease, rent, or bailment, or in furtherance of any commercial enterprise." Section 203(c) of the Interstate Commerce Act further defines private motor carriage as transportation "... within the scope, and in furtherance, of a primary business enterprise (other than transportation) ..."'

Since only common and contract carriers are subject to economic regulation by the Interstate Commerce Commission, private motor carriage may be conducted without economic regulation by the Commission (5, Sec. 204(1)(2)).

Section 203(c) of the Interstate Commerce Act also states that the provisions of Section 203(b) of the Act apply to private motor carriers. Section 203(b) reads in part: "... Nothing in this part, except the provisions of Section 204 relative to qualifications and maximum hours of service of employees and safety of operation or standards of equipment shall be construed to include ... Motor vehicles used in carrying property consisting of ordinary livestock, fish (including shell fish), or agricultural (including horticultural) commodities (not including manufactured products thereof), if such motor vehicles are not used in carrying any other property, or passengers, for compensation: Provided, That the words 'property consisting of ordinary livestock, fish (including shell fish), or agricultural (including horticultural) commodities (not including manufactured products thereof)' as used herein shall include property shown as 'Exempt' in the 'Commodity List' incorporated in ruling numbered 107, March 19, 1958, Bureau of Motor Carriers, Interstate Commerce Commission, but shall not include property shown therein as 'not exempt': Provided further, however, That notwithstanding the preceding proviso the words 'property consisting of ordinary livestock, fish (including shell fish), or agricultural (including horticultural) commodities (not including manufactured products thereof)' shall not be deemed to include frozen fruits, frozen berries, frozen vegetables, cocoa beans, coffee beans, tea, bananas, or hemp, and wool imported from any foreign country, wool tops and noil, or wool waste (carded, spun, woven, or knitted), and shall be deemed to include cooked or uncooked (including breaded) fish or shell fish when frozen or fresh (but not including fish and shell fish which have been treated for preserving, such as canned, smoked, pickled, spiced, corned, or kippered products); ..."'

## Composite Commodity List

Showing status under Section 203 (b) (6) of the Interstate Commerce Act of those commodities listed, based upon Administrative Rulings Nos. 107 and 110 of the Bureau of Motor Carriers (8, app.).

Alfalfa, see Feeds	Cotton, ginned or unginned-Exempt
Animal fats-Not exempt	Cotton linters-Exempt
Animals, see Livestock	Cotton waste, consisting of scraps of cotton fibre not spun, woven, or knitted-Exempt
Bagged commodities-Placing exempt commodities in bags does not affect their exempt status.	Cotton yarn-Not exempt
Bananas-Not exempt	Cottonseed, whole-Exempt
Bark, see Forest Products	Cottonseed cake-Not exempt
Barley, see Grains	Cottonseed, dehulled-Exempt
Bees-Exempt	Cottonseed hulls-Exempt
Beeswax, crude, in cakes and slabs-Exempt	Cottonseed meal-Not exempt
Beet pulp, see Feeds	Crates, see Containers
Beets, sugar-Exempt	Cream, see Milk
Berries, see Fruits	Cream cheese, see Cheese
Bran, see Feeds	
Broom corn, threshed and baled-Exempt	Dehydrated, see commodity name: Fruits, vegetables, eggs, etc.
Bulbs, see Horticultural Commodities	Diatomaceous earth-Not exempt
Butter-Not exempt	Dinners, frozen-Not exempt
Buttermilk-Exempt	Dinners, seafood, frozen-Exempt
Canned fruits and vegetables-Not exempt	Dried, see commodity name: Fruits, vegetables, eggs, etc.
Carnauba wax as imported in slabs or chunks-Not exempt	
Castor beans-Exempt	Eggs
Cattle, live, see Livestock	Albumen, fresh, liquid-Exempt
Cattle, slaughtered-Not exempt	Dried-Exempt
Charcoal-Not exempt	Frozen-Exempt
Cheese-Not exempt	In shell-Exempt
Cheese, cottage-Not exempt	Liquid, whole or separated-Exempt
Cheese, cream-Not exempt	Oiled-Exempt
Christmas trees, plain, sprayed, or coated-Exempt	Powdered, dried-Exempt
Citrus fruits, see Fruits	Shelled-Exempt
Coal-Not exempt	Yolks, dried-Exempt
Cocoa beans-Not exempt	Yolks, fresh, liquid-Exempt
Coffee beans-Not exempt	
Coffee, roasted-Not exempt	Fats, animal-Not exempt
Coffee, instant-Not exempt	Feathers-Exempt
Containers, crates, and boxes which have been used in the movement of exempt commodities and are being returned for reuse-Exempt	Feeds
Containers, new for use in shipping exempt commodities-Not exempt	Alfalfa meal-Not exempt
Copra Meal-Not exempt	Alfalfa pellets-Not exempt
Corn, see Grain	Beet pulp-Not exempt
Corn, cobs-Exempt	Bran shorts-Not exempt
Corn cobs, ground-Exempt	Copra meal-Not exempt
Corn fodder-Exempt	Corn gluten-Not exempt
Cottage Cheese, see Cheese	Cottonseed products, see Cottonseed
Cotton, carded but not spun, woven, or knitted-Exempt	Distilled corn grain, residues, with or without solubles added-Not exempt
	Fish meal-Not exempt
	Hominy Feed-Not exempt
	Middlings-Not exempt
	Oat Hulls, ground-Exempt

Pelletized ground refuse screenings-Not exempt  
 Rice bran-Exempt  
 Screenings, feed-Exempt  
 Wheat bran-Not exempt  
 Wheat shorts-Not exempt  
 Fertilizer, commercial-Not exempt  
 Fish (including shell fish)  
     General. Frozen, quick frozen, and unfrozen fish and shell fish in the various forms in which it is shipped, such as live fish, fish in the round, beheaded, and gutted fish, filleted fish, beheaded shrimp, and oysters, clams, crabs, and lobsters, with or without shells, including crab meat and lobster meat-Exempt  
     Breaded, cooked or uncooked, fresh or frozen-Exempt  
     Cakes, codfish, cooked or uncooked, frozen or fresh-Exempt  
     Canned, as a treatment for preserving-Not Exempt  
     Clam juice or broth, cooked or uncooked, frozen or fresh-Exempt  
     Cooked or partially cooked fish or shell fish, frozen or fresh-Exempt  
     Croquettes, salmon, cooked or uncooked, fresh or frozen-Exempt  
     Deviled crabs, clams or lobsters, cooked or uncooked, fresh or frozen-Exempt  
     Dinners, cooked or uncooked, fresh or frozen-Exempt  
     Fried fish fillets, oysters, or scallops, frozen or fresh-Exempt  
     Frogs, live or dressed-Exempt  
     Frozen, see General above and individual listings  
     Hermetically sealed in containers as a treatment for preserving-Not exempt  
     Hermetically sealed in containers for cleanliness only, preservation attained by refrigeration-Exempt  
     Meal-Not exempt  
     Offal (inedible portions of fish not further processed)-Exempt  
     Oil from fishes-Not exempt  
     Preserved, or treated for preserving, such as canned, smoked, pickled, spiced, corned or kippered-Not exempt  
     Salted, as a treatment for preserving-Not Exempt  
     Shells, oysters, moving to market for use in button making-Not exempt  
     Stew, consisting of raw oysters or clams, milk, and seasoning frozen but uncooked-Exempt  
     Sticks, cooked or uncooked, fresh or frozen-Exempt  
     Turtles, sea or fresh water-Exempt  
     Whale meat, fresh-Exempt  
 Flagstone-Not exempt  
 Flax fiber-Exempt  
 Flaxseed, whole-Exempt  
 Flaxseed meal-Not exempt  
 Flour-Not exempt  
 Flowers and flower plants, see Horticultural commodities  
 Fodder, corn and sorghum-Exempt  
 Forage, see Hay  
 Forest products  
     Bark-Exempt  
     Bark, boiled to clean and soften-Exempt  
     Blankets of pine and spruce boughs-Exempt  
     Greenery-Exempt  
     Holly sprigs and cuttings-Exempt  
     Leaves-Exempt  
     Leaves, sisal, husks and moisture removed-Exempt  
     Mistletoe-Exempt  
     Myrobalons, as imported in natural state-Exempt  
     Palmyra stalk fibers (fronds from palm leaves)-Exempt  
     Peat moss, dried, shredded, baled-Exempt  
     Resin, crude-Exempt  
     Resin products, such as turpentine-Not exempt  
     Roots, natural or dried-Exempt  
     Sap, maple-Exempt  
     Spanish moss-Exempt  
     Sphagnum moss-Exempt  
     Spices, see separate listing: Spices  
     Trees, see separate listing: Trees  
     Valonia, as imported in natural state-Exempt  
     Wreaths of holly or other natural material with small amount of foundation or decorative material-Exempt  
 Frogs, see Fish  
 Frozen, see commodity name: Fruits, vegetables, fish, poultry, etc.  
 Fruits and Berries  
     Bagged-Exempt  
     Bananas, fresh, dried, dehydrated or frozen-Not exempt  
     Canned-Not exempt  
     Citrus fruit sections, fresh, cold-packed, or semifrozen-Exempt  
     Citrus fruit sections, frozen-Not exempt  
     Color added-Exempt  
     Dates, pitted, dried-Exempt  
     Dehydrated-Exempt  
     Dried, naturally or artificially-Exempt  
     Figs, dried, halved or quartered-Exempt  
     Frozen-Not exempt  
     Fumigated-Exempt  
     Graded-Exempt  
     Hulls of oranges after juice extractions-Not exempt  
     In brine, to retain freshness-Exempt  
     Juice, orange or other citrus-Not exempt  
     Juice, fruit, plain or concentrated-Not exempt  
     Kernels-Exempt

Oiled apples-Exempt  
Peaches, peeled, pitted, and put in cold storage in unsealed containers-Exempt  
Quick frozen-Not exempt  
Pies, frozen-Not exempt  
Preserved, such as jam-Not exempt  
Purees, strawberry and other, frozen-Not exempt  
Raisins, seeded or unseeded-Exempt  
Sliced, fresh-Exempt  
Sliced, frozen-Not exempt  
Strawberries, in syrup and unsealed containers in cold storage-Exempt

#### Grains

Artificially dried-Exempt  
Barley, rolled-Exempt  
Barley, whole-Exempt  
Corn, cracked-Exempt  
Corn, shelled-Exempt  
Corn, whole-Exempt  
Feeds, see separate headings: Feeds  
Hulls, see Feeds  
Milo maize-Exempt  
Oats, whole-Exempt  
Oil extracted from grain-Not exempt  
Popcorn, popped-Not exempt  
Popcorn, unpopped, shelled, in sealed or unsealed containers-Exempt  
Rice bran-Exempt  
Rice, brewers-Exempt  
Rice, clean-Exempt  
Rice, polish-Exempt  
Rice, precooked-Not exempt  
Rice, whole-Exempt  
Rye, whole-Exempt  
Sorghum grains, whole-Exempt  
Wheat germ-Not exempt  
Wheat, whole-Exempt  
Grass sod-Exempt  
Gravel-Not exempt  
Greenery, see Forest products

Hair, alpaca, camel, or goat, clipped from animal-Exempt  
Hair, hog or other animal, product of slaughter of animal-Not exempt  
Hay and forage, dried naturally or artificially-Exempt  
Hay, chopped-Exempt  
Hay, dehydrated-Exempt  
Hay, salt (from salt marshes)-Exempt  
Hay, sweetened with 3% molasses by weight-Not exempt  
Hemp fiber-Not exempt  
Herbs, see Spices  
Hides, green and salted-Not exempt  
Honey, in the comb or strained-Exempt  
Honey, heat treated to retard granulation-Exempt  
Hops-Exempt  
Horticultural commodities

Bulbs-Exempt  
Flowers, growing or cut-Exempt  
Leaves, natural or dried-Exempt  
Nursery stock-Exempt  
Plants, vegetables and flower-Exempt  
Roots, rhubarb, asparagus, mint, etc.-Exempt  
Trees, growing, balled in earth-Exempt  
Wreaths, holly or other natural material, with small amount of foundation of decorative material-Exempt  
Humus, of a nature similar to peatmoss-Exempt

Ice for cooling subsequent shipments of exempt commodities-Exempt

Imported commodities-Have same status as domestic except that wool imported from any foreign country is not exempt.

Insecticides-Not exempt

Juices, see Fruits

Jute fiber, in bales-Exempt

Kelp, dried, ground-Exempt

Latex, see Rubber

Leaves, see Forest products, Horticultural commodities and Spices

Livestock

Exhibit animals, such as those of 4-H club members which though showed for a few days are chiefly valuable for slaughter-Exempt

Medical use animals, such as ordinary healthy swine for serum manufacture-Exempt

Monkeys-Not exempt

Ordinary, i.e., all cattle, swine, sheep, goats, horses, and mules, except such as are chiefly valuable for breeding, racing, show purposes, and other special uses-Exempt

Race horses-Not exempt

Registered or purebred cattle for ordinary farm or ranch uses, not chiefly valuable for breeding, race, show, or other special purposes-Exempt

Show horses-No exempt

Zoo animals-Not exempt

Limestone, agricultural-Not exempt

Linseed meal, see Meal

Lumber, rough sawed or planed-Not exempt

Manure, in natural state-Exempt

Manure, dried or dehydrated, bagged-Exempt

Maple sap-Exempt

Maple syrup-Not exempt

Meal-alfalfa-Not exempt

Meal, copra-Not exempt

Meal, cottonseed-Not exempt

Meal, fish-Not exempt

Meal, flaxseed-Not exempt  
 Meal, linseed-Not exempt  
 Meal, peanut-Not exempt  
 Meal, soybean-Not exempt  
 Meat and meat products, fresh, frozen or  
     canned-Not exempt  
**Milk and Cream**  
     Buttermilk-Exempt  
     Chocolate-Not exempt  
     Condensed-Not exempt  
     Frozen-Exempt  
     Homogenized-Exempt  
     Pasteurized-Exempt  
     Powdered-Exempt  
     Raw-Exempt  
     Skim-Exempt  
     Skim, with two-thirds of water removed,  
         in bulk or unsealed containers-Exempt  
     Standardized-Exempt  
     Sterilized in hermetically sealed cans-  
         Not exempt  
     Vitamin "A"-Exempt  
**Milo, see Grains**  
**Mohair, raw cleaned, or scoured-Exempt**  
**Molasses-Not exempt**  
**Moss, see Forest products**  
**Mushrooms, fresh-Exempt**  
  
**Nursery stock, see Horticultural commodities**  
**Nuts, (including peanuts)**  
     Peanut meal-Not exempt  
     Peanut shells, ground-Exempt  
     Polished-Exempt  
     Raw, shelled or unshelled-Exempt  
     Roasted or boiled-Not exempt  
     Shelled, raw-Exempt  
     Shells-Exempt  
     Shells, ground peanut-Exempt  
     Unshelled, raw-Exempt  
  
**Oats, see Grains**  
**Oil, mint-Not exempt**  
**Oil, extracted from vegetables, grain, seed,  
     fish or other commodity-Not exempt**  
  
**Packaged commodities - Packaging exempt  
     commodities does not affect their exempt  
     status**  
**Peanuts, see Nuts**  
**Peat Moss, see Forest products**  
**Pelletized feeds, see Feeds**  
**Pelts- Not exempt**  
**Pies, frozen-Not exempt**  
**Pigeons, racing-Not exempt**  
**Plants, vegetable or flower, see Horticultural  
     commodities**  
**Poles, see Trees**  
**Popcorn, see Grains**  
**Poultry, dressed, fresh or frozen-Exempt**  
**Poultry, feathers-Exempt**  
**Poultry, frozen-Exempt**  
**Poultry, live-Exempt**  
  
**Poultry, picked-Exempt**  
**Poultry, stuffed and frozen-Exempt**  
**Pulp, beet-Not exempt**  
**Pulp, sugarcane-Not exempt**  
**Purees, see Fruits**  
  
**Rabbits, dressed-Exempt**  
**Raisins, see Fruits**  
**Ramie fiber-Exempt**  
**Resin, see Forest products**  
**Rice, see Grains**  
**Rock, Not exempt**  
**Roots, see Forest products, Horticultural  
     commodities**  
**Rubber, crude, in bales-Not exempt**  
**Rubber, latex, natural, liquid, from which water  
     has been extracted and to which ammonia  
     has been added-Not exempt**  
**Rye, see Grains**  
  
**Sand-Not exempt**  
**Sap, see Forest products**  
**Sawdust, from lumber mills-Not exempt**  
**Seeds**  
     Cotton, see Cottonseed  
     Deawned-Exempt  
     Flax, see Flaxseed  
     Inoculated-Exempt  
     Meal made from seeds, see Meal  
     Natural-Exempt  
     Oil extracted from seeds-Not exempt  
     Packets or boxes of seeds in display  
         racks-Exempt  
     Scarified-Exempt  
     Screened or sized-Exempt  
     Spice, see Spices  
     Sprayed for disease control-Exempt  
**Seaweed, dried, ground-Exempt**  
**Shells, nut, see Nuts**  
**Shells, oyster, see Fish**  
**Shingle bolts, see Trees**  
**Skins, animal-Not exempt**  
**Sliced, see commodity name: Fruits, vege-  
     tables, etc.**  
**Soil, potting-Not exempt**  
**Soil, top-Not exempt**  
**Sorghum fodder-Exempt**  
**Sorghum grains-Exempt**  
**Soup, frozen-Not exempt**  
**Spices and herbs, unground, whether seeds,  
     berries, leaves and bark, or roots-Exempt**  
**Spices and herbs, ground but not further proc-  
     essed-Exempt**  
**Stover-Exempt**  
**Straw-Exempt**  
**Sugar-Not exempt**  
**Sugar beets-Exempt**  
**Sugar cane-Exempt**  
**Sugar cane pulp-Not exempt**  
**Sugar, raw-Not exempt**  
**Syrup, cane-Not exempt**  
**Syrup, maple-Not exempt**

Tea-Not exempt  
Telephone poles, see Trees  
Textile waste-see Cotton waste  
Tobacco  
    Chopped leaf-Exempt  
    Cigars and cigarettes-Not exempt  
    Homogenized-Not exempt  
    Leaf-Exempt  
    Redried leaf-Exempt  
    Smoking-Not exempt  
    Stemmed leaf-Exempt  
    Stems-Exempt  
Top soil-Not exempt  
Trees  
    Bolts for making shingles-Exempt  
    Brush, mesquite, twigs and debris burned off-Exempt  
    Christmas, plain, sprayed, or coated-Exempt  
    Cut to length, peeled, or split-Exempt  
    Growing, see Horticultural commodities  
    Sawed into lumber-Not exempt  
    Shingle bolts-Exempt  
    Telephone poles, not creosoted-Exempt  
Turtles, see Fish

Vegetables  
    Bagged-Exempt  
    Beans, dried artificially and packed in small container-Exempt  
    Candied sweet potatoes, frozen-Not exempt  
    Canned-Not exempt  
    Cooked-Not exempt  
    Cucumbers, salt cured-Exempt  
    Cured-Exempt

Cut up, fresh, in cellophane bags-Exempt  
Dried, naturally or artificially-Exempt  
Dehydrated-Exempt  
French fried potatoes-Not exempt  
Frozen-Not exempt  
Garlic powder-Exempt  
Graded-Exempt  
Oil extracted from vegetables-Not exempt  
Onion powder-Exempt  
Onion chips and flakes, dried-Exempt  
Peas, split-Exempt  
Peeled, uncooked-Exempt  
Powder, onion and garlic-Exempt  
Quick frozen-Not exempt  
Shelled-Exempt  
Soup, frozen-Not exempt  
Soybean meal-Not exempt  
Washed, fresh, in cellophane bags-Exempt

Whale meat, see Fish  
Wheat, see Grains  
Wheat products, see Feeds, Flour  
Wood chips for making woodpulp-Not exempt  
Wool, imported from any foreign country-Not exempt  
Wool, raw, cleaned, or scoured but not including wool imported from any foreign country-Exempt  
Wool grease, as obtained from cleaning or scouring process-Exempt  
Wool tops and noils-Not exempt  
Wool waste, carded, spun, woven or knitted-Not exempt  
Wool yarn-Not exempt  
Wreaths, see Forest products

U.S. Department of Agriculture  
Economic Research Service  
Marketing Economics Division  
Washington 25, D. C.

**AGRICULTURAL EXEMPTION STUDY**  
**Private Motor Carrier Schedule**

Note: Correct Name and Address as Necessary      County \_\_\_\_\_  
 [    ]      Telephone \_\_\_\_\_  
 Name of person completing report \_\_\_\_\_

[    ]

1. (a) Does your firm hold and use operating rights from the Interstate Commerce Commission?.....Yes        No         
 (b) Is for-hire carriage your principal business?.....Yes        No         
 (c) Do you haul only non-agricultural commodities?.....Yes        No         
 If yes to either (a), (b) or (c) above, please disregard remaining questions and return this form in the enclosed envelope.
2. How long have you supplied at least part of your own transportation needs?        yrs.
3. Please show below the number of pieces of equipment that were owned or leased on January 1, 1961. Also show the number of refrigerated trucks or trailers and the average capacity of each equipment category.

	N U M B E R			Average capacity
	owned	leased	refrigerated	(in lbs.)
Truck tractor (a)	:	:	:	:
Full trailer (b)	:	:	:	:
Semi-trailer (c)	:	:	:	:
Straight truck (d)	:	:	:	:

4. (a) Estimate your total truck mileage for 1961.        miles.  
 (b) What percentage of the total mileage was devoted to hauling agricultural products?       %  
 (c) What percentage of the total mileage was empty       %  
 (d) What percentage of the mileage referred to in (4b) was in interstate commerce?       %
5. About what quantity of each of the following commodity groups (exempt in interstate commerce) did you haul in 1961:

COMMODITY GROUP	OUTBOUND		HOMEBOUND			
	REPORT AS "TONS" OR "TRUCKLOADS", WHICH-					
	EVER DATA ARE MOST READILY AVAILABLE					
	TONS	TRUCKLOADS	TONS	TRUCKLOADS		
a. Fresh fruits and berries	:	:	:	:		
b. Fresh vegetables and potatoes	:	:	:	:		
c. Poultry and eggs	:	:	:	:		
d. Grain	:	:	:	:		
e. Livestock	:	:	:	:		
f. Cotton and wool	:	:	:	:		
g. Hay and forage	:	:	:	:		
h. Milk and cream	:	:	:	:		
i. Other (specify)	:	:	:	:		

6. Of the total outbound and homebound volume hauled in 1961:
  - a. About what percentage was picked up and delivered in the same States?       %
  - b. What were the principal movements of the commodities that you hauled across State lines, and between which States did you haul them? (List the major movements for the commodities you hauled for the year 1961, not individual hauls.) (Use back of page if needed.)

COMMODITY GROUP : STATES - WHERE PICKED UP	STATES - WHERE DELIVERED
:	:
:	:
:	:
:	:
:	:

U.S. DEPARTMENT OF AGRICULTURE  
Washington, D.C. 20250

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